

CONTRACT



WOIO
1717 East 12th Street
Cleveland, OH 44114
(216) 771-1943

And:

Shorr Johnson Magnus
1831 Chestnut Street
Floor 6
Philadelphia, PA 19103-3700

<u>Contract / Revision</u> 787818 /		<u>Alt Order #</u> 06212428
<u>Product</u> BROWN FOR SENATE		
<u>Contract Dates</u> 10/30/12 - 11/05/12		<u>Estimate #</u>
<u>Advertiser</u> Brown, S (D)/US Senate		<u>Original Date / Revision</u> 08/08/12 / 08/08/12
<u>Billing Cycle</u> WEEKLY	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WOIO	<u>Account Executive</u> Teresa Difuria	<u>Sales Office</u> Telerep-Philade
<u>Special Handling</u> Cash In Advance		
<u>Demographic</u> Adults 35+		
<u>IDB#</u>	<u>Advertiser Code</u>	<u>Product Code</u>
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
1	WOIO	11/04/12	11/04/12	SU Action News at 630p	630-7p		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-----1				1	\$425.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	WOIO	10/29/12-11/04/12	SU Action News at 630p	630-7p	-----Su	:30		\$425.00	NM		
			<i>Credited</i>									
2	WOIO	10/30/12	11/02/12	Action News at 4p	4-5p		:30			NM	8	\$2,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-TWTF--				8	\$300.00			
3	WOIO	11/05/12	11/05/12	Action News at 4p	4-5p		:30			NM	2	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	2-----				2	\$300.00			
4	WOIO	10/30/12	11/02/12	Action News at 6p	6-630p		:30			NM	4	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-TWTF--				4	\$375.00			
5	WOIO	11/05/12	11/05/12	Action News at 6p	6-630p		:30			NM	1	\$375.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	1-----				1	\$375.00			
6	WOIO	10/30/12	11/02/12	Action News at 5p	5-6p		:30			NM	4	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-TWTF--				4	\$375.00			
7	WOIO	11/05/12	11/05/12	Action News at 5p	5-6p		:30			NM	1	\$375.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	1-----				1	\$375.00			
8	WOIO	10/30/12	11/02/12	M-F 7-730p	7-730p		:30			NM	4	\$3,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-TWTF--				4	\$800.00			
9	WOIO	11/05/12	11/05/12	M-F 7-730p	7-730p		:30			NM	1	\$800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	1-----				1	\$800.00			
10	WOIO	10/30/12	11/02/12	M-F 730-8p	730-8p		:30			NM	4	\$3,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-TWTF--				4	\$900.00			

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<u>Contract / Revision</u> 787818 /		<u>Alt Order #</u> 06212428
<u>Contract Dates</u> 10/30/12 - 11/05/12		<u>Product</u> BROWN FOR SENATE
<u>Advertiser</u> Brown, S (D)/US Senate		<u>Estimate #</u>
<u>Original Date / Revision</u> 08/08/12 / 08/08/12		

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Totals	
											Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
11	WOIO	11/05/12	11/05/12	M-F 730-8p	730-8p		:30			NM	1	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	1-----				1	\$900.00			
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
12	WOIO	10/30/12	10/30/12	Tue Hour 3	10-11P		:30			NM	1	\$1,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	- 1-----				1	\$1,750.00			
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
13	WOIO	10/30/12	10/30/12	Tue Hour 1	8-9P		:30			NM	1	\$3,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	- 1-----				1	\$3,250.00			
E 14	WOIO	11/02/12	11/02/12	Fri Hour 3	10-11p		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	---- 1--				1	\$2,500.00			
		<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Type</u>		
		1	WOIO	10/29/12-11/04/12	Fri Hour 3	10-11p	----- F----	:30	\$2,500.00	NM		
Credited												
15	WOIO	11/05/12	11/05/12	Mon Hour 3	10-11P		:30			NM	1	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	1-----				1	\$2,500.00			
E 16	WOIO	11/01/12	11/01/12	Thur Hour 3	10-11p		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	--- 1---				1	\$2,750.00			
		<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>	<u>Type</u>		
		1	WOIO	10/29/12-11/04/12	Thur Hour 3	10-11p	---- Th----	:30	\$2,750.00	NM		
Credited												
17	WOIO	11/04/12	11/04/12	Sun Hour 4	10-11p		:30			NM	1	\$2,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	----- 1				1	\$2,500.00			
18	WOIO	10/30/12	10/30/12	Tue Hour 2	9-10P		:30			NM	1	\$3,250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	- 1-----				1	\$3,250.00			
19	WOIO	11/01/12	11/01/12	Thur Hour 2	9-10P		:30			NM	1	\$2,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	--- 1---				1	\$2,750.00			
20	WOIO	11/04/12	11/04/12	Sun Hour 1	7-8p		:30			NM	1	\$4,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	----- 1				1	\$4,500.00			
21	WOIO	10/31/12	10/31/12	Wed Hour 3	10-11p		:30			NM	1	\$2,750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-- 1----				1	\$2,750.00			
22	WOIO	10/31/12	10/31/12	Wed Hour 2	9-10p		:30			NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-- 1----				1	\$3,000.00			
23	WOIO	11/04/12	11/04/12	Sun Hour 3	9-10p		:30			NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	----- 1				1	\$3,000.00			
24	WOIO	11/04/12	11/04/12	Sun Hour 2	8-9p		:30			NM	1	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	----- 1				1	\$3,000.00			
25	WOIO	10/31/12	10/31/12	Wed Hour 1	8-9p		:30			NM	1	\$3,000.00

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		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	-- 1----				1	\$3,000.00			
26	WOIO	11/01/12	11/01/12	Thur Hour 1	8-9P		:30			NM	1	\$4,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	--- 1---				1	\$4,000.00			
27	WOIO	11/04/12	11/04/12	11p-1205a	11p-1205a		:30			NM	1	\$550.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	----- 1				1	\$550.00			
28	WOIO	11/03/12	11/03/12	11p-1205a	11p-1205a		:30			NM	1	\$450.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	----- 1-				1	\$450.00			
29	WOIO	10/30/12	11/02/12	David Letterman	1135p-1238a		:30			NM	8	\$2,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	- TWTF--				8	\$300.00			
30	WOIO	11/05/12	11/05/12	David Letterman	1135p-1238a		:30			NM	2	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	2-----				2	\$300.00			
31	WOIO	10/30/12	11/02/12	Action News at 11p	11-1135p		:30			NM	4	\$2,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	- TWTF--				4	\$700.00			
32	WOIO	11/05/12	11/05/12	Action News at 11p	11-1135p		:30			NM	1	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		11/05/12	11/11/12	1-----				1	\$700.00			
33	WOIO	10/30/12	11/02/12	The Early Show	7-9a		:30			NM	1	\$250.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	- TWTF--				1	\$250.00			
34	WOIO	10/30/12	11/02/12	America Now	9-10a		:30			NM	1	\$175.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	- TWTF--				1	\$175.00			
N 35	WOIO	11/04/12	11/04/12	Sun Hour 4	10-11p		:30			NM	1	\$6,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		10/29/12	11/04/12	----- S				1	\$6,000.00			
Totals											63	\$68,425.00

Time Period	# of Spots	Gross Amount	Net Amount
10/29/12 - 11/04/12	53	\$61,575.00	\$52,338.75
11/05/12 - 11/11/12	10	\$6,850.00	\$5,822.50
Totals	63	\$68,425.00	\$58,161.25

Signature: _____ **Date:** _____

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